

AJMERA REALTY & INFRA INDIA LTD.

Regd. Office: Citi Mall, Link Road, Andheri (W), Mumbai - 400 053.
Tel.: +91-22-6698 4000 • Email: investors@ajmera.com • Website: www.ajmera.com
CIN No.: L27104 MH 1985 PLC035659



Ref: SEC/ARIL/BSE-NSE/2024-25

Date: January 09, 2025

The Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001 Script Code : 513349	National Stock Exchange of India Limited 5 th Floor, Exchange Plaza, Bandra Kurla Complex Bandra (East) Mumbai-400051 Script Code : AJMERA
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Sub: Operations Update for the Quarter Ended December 31, 2024

Ref: Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Regulations”)

With reference to the above captioned subject and reference, please find enclosed a statement containing an update on the operations of the Company for the Quarter Ended December 31, 2024.

This is for your information and appropriate dissemination.

Thanking You.

Yours faithfully,

For AJMERA REALTY & INFRA INDIA LIMITED

NITIN D. BAVISI
CHIEF FINANCIAL OFFICER

Encl : as above

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Ajmera Realty achieves sales of INR 270 crores, fuelled by successful launch of 'Ajmera Iris'

Key Highlights for Q3 FY25:

- Sales Area grew by 59% YoY to 1,65,116 sq. ft
- Sales Value grew up by 7% YoY to INR 270 crores
- Collections grew by 10% YoY to INR 167 crores
- Ajmera Iris at Bengaluru launched during the quarter has sold 47% of its inventory.

Mumbai, 9th Jan 2025: Ajmera Realty & Infra India Ltd (BSE: 513349 & NSE: AJMERA), a leading real estate company with a pan India presence, announced its operational numbers for Q3 FY25.

ARIIL achieves sales value of INR 270 crores and collections of INR 167 crores for the Q3 FY25 with a growth of 7% and 10% respectively as compared to the Q3 FY24

Ajmera Realty witnessed a steady performance in Q3 FY25 supported by projects nearing completion with limited inventory and new launches. Sales value for the quarter stood at INR 270 crore, driven by the launch of Ajmera Iris in Bengaluru. The inventory of recently launched Ajmera Iris project recorded 47% sales, while Ajmera Vihara achieved 61% sales during the 9M FY25. This underscores the contribution of the launch portfolio in driving sales within the company's portfolio. Additionally, collections increased by 10% YoY to INR 167 crore, reflecting consistent customer payouts.

Performance Summary – Q3 FY25:

Particulars	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ	9M FY25	9M FY24	YoY
Carpet area sold (sq. ft.)	1,65,116	1,03,573	59%	1,14,046	45%	4,09,963	3,59,820	14%
Sales Value (INR Cr)	270	253	7%	254	6%	830	730	14%
Collection (INR Cr)	167	151	10%	133	26%	464	373	25%

Commenting on the Company's operational performance for Q3 FY25, Mr. Dhaval Ajmera, Director, Ajmera Realty & Infra India Ltd, said,

" In Q3 FY25, Ajmera Realty delivered a steady performance, with sales driven by our recently launched portfolio and limited inventory availability across projects. The launched portfolio velocity contributed over 40% to our sales during the nine-month period, demonstrating our ability to align with market expectations. Looking ahead, we are optimistic about launching new projects in the upcoming quarter. The company is well-capitalized following the successful conclusion of its recent preference issue.

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RBI's steady repo rate and anticipated easing have improved market sentiment on the sectoral front. As we progress through CY25, we anticipate robust sales growth supported by easing rates and improving macroeconomic conditions. We remain committed to delivering exceptional value to our stakeholders by capitalizing on emerging opportunities and are confident in achieving our guidance of 5x growth."

About Ajmera Realty & Infra India Ltd:

Ajmera Realty & Infra India Limited (ARIL) is one of the trusted names having its PAN India presence. The Company has a huge development potential available on its balance land parcel at Ajmera I-Land, Bhakti Park, Wadala and Central Mumbai. Current projects are at Mumbai: "Manhattan", "Greenfinity", "Vihara", "Prive" and "Eden" along with various projects at Bengaluru: "Ajmera Lugaano" and "Ajmera Florenza". The Company is focused on premium developments in luxury and mid-luxury projects in the residential segment. The Group works on Trust and delivers the trusted decisions of buyers. The GenNext of the Group believes in "KEEP EVOLVING" and accordingly the strategies, systems, processes, planning and use of cutting-edge technologies have been resorted to enable the Company to deliver targeted value to all its stakeholders.

Safe Harbor Statement: *Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.*